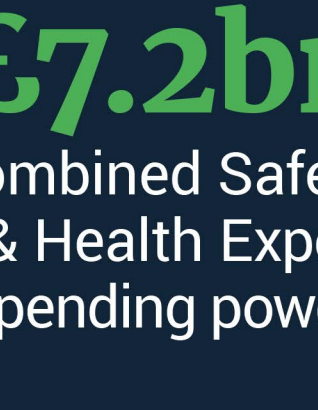
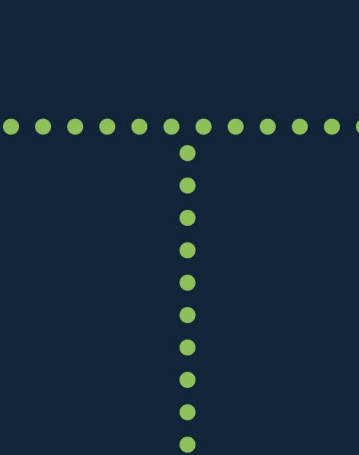


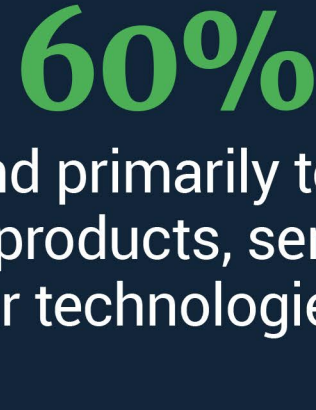
POST SHOW REPORT 2019

3% INCREASE IN OVERALL NUMBER OF VISITORS



£7.2bn

combined Safety & Health Expo
spending power



60%

attend primarily to find
new products, services
or technologies

“ ”

I exhibit at Safety & Health Expo for brand awareness and to catch up with existing customers. It helps that through lead generation, customers can get to know us. I would definitely recommend exhibiting at Safety & Health Expo – it's been so busy that I can't leave my stand!

Senior Business Developer, Effective Software

WHO EXHIBITORS MET

SAMPLE SAFETY & HEALTH EXPO VISITOR LIST

Corporate EHS Director
Amazon

Head of Contract Sales
BBC Fire & Security

Director of HSES
British Gas

HSE Director
British Steel

Director
Deloitte

Procurement Director
DHL

Head of Health & Safety UK
Eurotunnel

Head of Risk
G4S

Head of H&S
Go Ape

Head of Facilities and Procurement
Heathrow Airport Ltd

Head of Health & Safety
KPMG

Head of Health, Safety and Quality
London City Airport

Head of Branches and Agencies
Loughborough Building Society

EFCD Head of Health & Safety
Manchester Metropolitan University

Head of Safety
National Theatre

Head of Occupational Health and
Wellbeing Strategy
Network Rail

Head of Security / LSMS
NHS

National Head of SHE for Royal
Mail Portfolio
Royal Mail

Head of Safety & Insurance
Sainsbury's

Whitefriars Centre Director
Savills

Head of HSE&W
Siemens

UK Head of Operational Risk
Tesco

Director of Commercial
Development
TfL

Head of HSS&W
Thames Water

Group Head of Safety
The Co-op

Director of Safety Services
University of East Anglia

Head of H&S
Vodafone

“ ”

The quality of visitors allows me to make quality sales as I have been meeting my target audience: lots of health & safety officers. I think that I'll generate around £400,000 from exhibiting at Safety & Health Expo.

Sales Executive, Skyguard

SAFETY & HEALTH EXPO VISITORS



70%

OF VISITORS HAVE
PURCHASING POWER



28%*

OF VISITORS WERE
HEADS OF DEPARTMENT,
C-SUITE, OR ABOVE

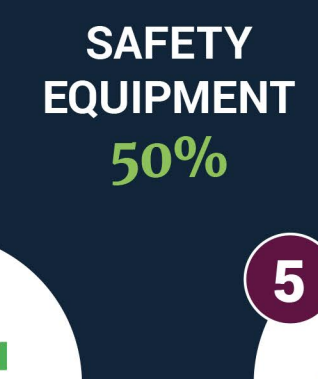
*2% INCREASE COMPARED TO 2018

TOP 10 AREAS OF INTEREST



**HEALTH &
WELLBEING**

59.8%



**SAFETY
EQUIPMENT**

50%



PPE

48%



**SITE
SAFETY**

47.3%



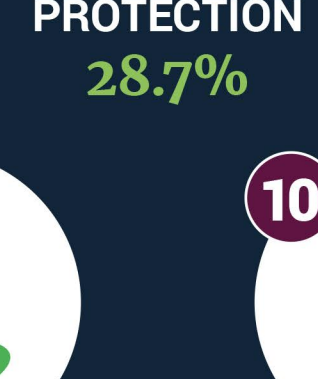
**TRAINING/
RECRUITMENT**

35.1%



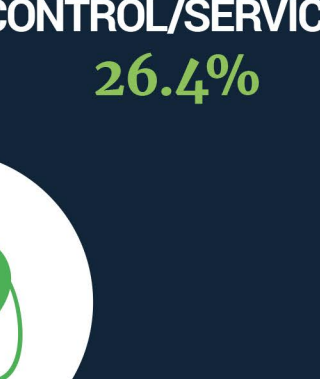
**LIFTING &
HANDLING AIDS**

30.7%



**LONE WORKER
PROTECTION**

28.7%



**ENVIRONMENTAL
CONTROL/SERVICES**

26.4%



**HAZARDOUS
MATERIALS/SPILL
CONTAINMENT**

25.4%



**FIRST AID/
DEFIBRILLATORS**

22.2%

“ ”

What's positive is the support throughout the year as well as during the show. It feels like a collaborative process to make sure we get the most out of the show before and after. Safety & Health Expo has helped us build up a good reputation throughout the show, which means more people approach us

Marketing Manager, Praxis42

TOP 10 ATTENDING INDUSTRIES



Enquiries: Jonathan.Lancaster@ubm.com

SEE YOU IN MAY 2020

19-21 MAY 2020 EXCEL LONDON UK